



PCI Technologies Grows With BusinessVision 32

Background

PCI Technologies Inc. produces and distributes advanced filters, head-end amplifiers, splitters, couplers, and a family of test signal generators. Their world wide customer base includes the largest cable TV companies around the world, right down to the smallest cable systems in North America. They also deal with many other telecommunications suppliers and manufacturers.

PCI Technologies Inc. has a corporate office and twelve subsidiary locations. They run a Novell Netware 5.1 network as the backbone for fifty Windows 98 SE workstations.

The Challenge

The time had come to move from an existing legacy financial management system to Windows. Their DOS accounting program was antiquated, had no links to the manufacturing process side of the business, and was subject to frequent data corruption.

During the needs analysis phase of the project they placed a high priority on implementing a system that would deal with the manufacturing side of the business. They also required a series of customized processes and reports to significantly enhance their management decision making information. Finally, the new system had to be scalable in order to deal with the company's anticipated growth over the mid term.

The Solution

The project was assigned to Joanne Debartolo, Director of Operations, and Anthony Alexander, the company's Purchasing Manager. They started the needs definition phase of the project in December 1998. During the next two months they defined the scope of the project, carried out the needs analysis and selected a financial management system and consulting team to handle the company's requirements.

In late January of 1999 the decision was made to go with BusinessVision 32 because it provided a significant cost advantage, was easy to use, and included 18 modules out of the box. E-com Accounting Solutions Inc., under the leadership of Frank Biamonte, was selected as the BusinessVision Authorized Training and Support Organization (ATSO) to implement the system. The implementation phase started in February of 1999 and was completed in May 1999.

BusinessVision 32 was chosen over the ACCPAC Advantages Series because of its ease of implementation and use, and its very competitive pricing. The team was also excited by the advanced technological features and eighteen fully-integrated modules that are an integral part of BusinessVision 32. The ability to easily customize business processes using ODBC and create custom reports using Crystal was another defining factor in the selection.

The new systems makes extensive use of the general ledger, accounts receivable, accounts payable, inventory, order entry, purchase order, budgeting, bill of materials, and sales analysis modules in BusinessVision 32.

The Bottom Line

In less than six months PCI Technologies moved from an antiqued legacy accounting system to a state-of-the-art, 32 bit Windows solution. According to Joanne Debartolo “The implementation of BusinessVision 32 has given us a sophisticated solution, with full accounting and reporting back office systems. We now have complete control over our processes and management information. This has led to an identifiable cost saving and improvement in our bottom line. The comprehensive custom reports provide us with the information we need to make key business decisions. Our company has doubled in size since the installation of BusinessVision 32, and the system has grown right along with us.”

The PCI Technologies Inc. story clearly shows how BusinessVision 32 enables small to mid-sized manufacturing/distribution companies implement the technology they need to manage complex processes. It is also a great example of how the intelligent use of a leading edge financial management system, like BusinessVision 32, can help a company control costs, improve its bottom line and deal with rapid growth.